



**The Elaine Kaufman Cultural Center/Lucy Moses
School for Music and Dance and Affiliate**

**Consolidated Financial Statements
(Together with Independent Auditors' Report)
and Supplementary Information**

Years Ended August 31, 2022 and 2021

**THE ELAINE KAUFMAN CULTURAL CENTER/
LUCY MOSES SCHOOL FOR MUSIC AND DANCE
AND AFFILIATE**

**CONSOLIDATED FINANCIAL STATEMENTS
(Together with Independent Auditors' Report)
AND SUPPLEMENTARY INFORMATION**

YEARS ENDED AUGUST 31, 2022 AND 2021

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Independent Auditors' Report

To the Board of Trustees of
The Elaine Kaufman Cultural Center/
Lucy Moses School for Music and Dance and Affiliate
New York, NY

Opinion

We have audited the consolidated financial statements of The Elaine Kaufman Cultural Center/ Lucy Moses School For Music and Dance and Affiliate (the "Center"), which comprise the consolidated statement of financial position as of August 31, 2022, and the related consolidated statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the consolidated financial statements.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Center as of August 31, 2022, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America ("GAAS"). Our responsibilities under those standards are further described in the *Auditors' Responsibilities for the Audit of the Consolidated Financial Statements* section of our report. We are required to be independent of the Center and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Report on 2021 Consolidated Financial Statements

The consolidated financial statements of the Center as of and for the year ended August 31, 2021, were audited by another auditor whose report dated February 1, 2022, expressed an unmodified opinion on those consolidated statements.

Responsibilities of Management for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Center's ability to continue as a going concern for one year after the date that the consolidated financial statements are available to be issued.

Auditors' Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the consolidated financial statements.

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In performing an audit in accordance with GAAS we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Center's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Center's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Report on Supplemental Information

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidating information shown on pages 16-19 as of and for the year ended August 31, 2022, is presented for purposes of additional analysis of the basic consolidated financial statements, rather than to present the financial position, change in net assets and cash flows of the individual companies, and is not a required part of the basic consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with GAAS. In our opinion, the information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

The supplementary information referred to above as of and for the year ended August 31, 2021 was subjected to the auditing procedures applied in the August 31, 2021 audit of the basic consolidated financial statements by another auditor, whose report on such information stated that it was fairly stated in all material respects in relation to the August 31, 2021 consolidated financial statements as a whole.

Mayer Hoffman McCann CPAs

New York, NY
March 8, 2023

**THE ELAINE KAUFMAN CULTURAL CENTER/
LUCY MOSES SCHOOL FOR MUSIC AND DANCE AND AFFILIATE
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION
AS OF AUGUST 31, 2022 AND 2021**

	2022	2021
Assets		
Cash and cash equivalents (Notes 2C and 13)	\$ 3,468,040	\$ 5,554,291
Investments (Notes 2G and 4)	12,079,030	10,216,790
Accounts receivable, net (Note 2E)	11,747	3,793
Contributions receivable, net (Notes 2D and 5)	5,804,735	1,224,494
Government grants receivable, net (Note 2M)	96,930	48,150
Accrued interest and other receivables	96,019	90,584
Prepaid expenses and other assets	255,501	201,524
Property and equipment, net (Notes 2F and 6)	10,053,283	9,915,846
Total assets	\$ 31,865,285	\$ 27,255,472
 Liabilities		
Accounts payable and accrued expenses	\$ 190,089	\$ 140,952
Accrued salaries payable	232,653	166,865
Deferred revenue - ticket sales (Note 2K)	319,450	168,356
Deferred revenue - tuition and other fees (Note 2I)	803,285	590,863
Deferred grant revenue (Note 7)	-	2,560,298
Loan payable (Note 7)	-	37,950
Total liabilities	1,545,477	3,665,284
 Commitment and Contingencies (Note 8)		
 Net Assets (Note 2B)		
Without donor restrictions	17,774,936	14,361,115
With donor restrictions (Notes 9 and 10)	12,544,872	9,229,073
Total net assets	30,319,808	23,590,188
Total liabilities and net assets	\$ 31,865,285	\$ 27,255,472

The accompanying notes are an integral part of these consolidated financial statements.

THE ELAINE KAUFMAN CULTURAL CENTER/
LUCY MOSES SCHOOL FOR MUSIC AND DANCE AND AFFILIATE
CONSOLIDATED STATEMENTS OF ACTIVITIES
FOR THE YEARS ENDED AUGUST 31, 2022 AND 2021

	Year Ended August 31, 2022			Year Ended August 31, 2021		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
Revenues, Gains and Other Support						
Tuition and related revenues (Notes 2I and 2J) (net of scholarships of \$154,999 in 2021 and \$143,983 in 2021)	\$ 2,889,965	\$ -	\$ 2,889,965	\$ 2,437,730	\$ -	\$ 2,437,730
Presentation/facilities services (Note 2K)	936,775	-	936,775	372,082	-	372,082
Contributions (Notes 2H, 2M and 7)	5,120,678	5,901,805	11,022,483	3,380,742	1,050,867	4,431,609
Contributions-in-kind (Note 2H)	39,509	-	39,509	67,003	-	67,003
Special events (net of direct expenses of \$123,983 in 2022 and \$62,398 in 2021)	377,842	-	377,842	569,326	-	569,326
Rental income (Notes 2L and 11)	762,825	-	762,825	762,825	-	762,825
Government grants (Notes 2M and 7)	2,839,548	-	2,839,548	371,589	-	371,589
Contracted services	33,315	-	33,315	37,860	-	37,860
Investment return (Notes 2G and 4)	(86,808)	(1,355,829)	(1,442,637)	33,681	1,287,881	1,321,562
Other income	10,956	-	10,956	12,214	-	12,214
Net assets released from restrictions (Notes 2B and 9)	1,230,177	(1,230,177)	-	1,995,940	(1,995,940)	-
Total revenues, gains and other support	14,154,782	3,315,799	17,470,581	10,040,992	342,808	10,383,800
Expenses (Note 2N)						
Program expenses	9,148,716	-	9,148,716	8,086,905	-	8,086,905
Supporting services:						
Management and general	386,213	-	386,213	278,190	-	278,190
Fundraising	1,206,032	-	1,206,032	1,101,753	-	1,101,753
Total supporting services	1,592,245	-	1,592,245	1,379,943	-	1,379,943
Total expenses	10,740,961	-	10,740,961	9,466,848	-	9,466,848
Change in Net Assets	3,413,821	3,315,799	6,729,620	574,144	342,808	916,952
Net Assets, Beginning of Year	14,361,115	9,229,073	23,590,188	13,786,971	8,886,265	22,673,236
Net Assets, End of Year	\$ 17,774,936	\$ 12,544,872	\$ 30,319,808	\$ 14,361,115	\$ 9,229,073	\$ 23,590,188

The accompanying notes are an integral part of these consolidated financial statements.

Program Services

Supporting Services

Lucy Music School	Program Services										Supporting Services		
	Special Music School K-3	Special Music School H.S.	Theatre Program	Facilities Services	Face The Music/Luna Lab	Library	Special Projects	Opus 118 In-School	Opus 118 After-School	Total Program Services	Management and General	Fundraising	Total Supporting Services
\$ 2,085,177	\$ 965,649	\$ 664,197	\$ 302,912	\$ 1,017,355	\$ 142,964	\$ 13,269	\$ 13,922	\$ 41,710	\$ 83,611	\$ 5,330,766	\$ 97,339	\$ 747,962	\$ 845,321
384,341	200,810	106,495	49,174	253,516	27,067	4,228	14,323	1,424	6,947	1,058,325	35,388	145,448	180,836
2,479,518	1,166,459	770,692	352,086	1,270,871	170,031	17,497	28,245	43,134	90,558	6,389,091	132,727	893,430	1,026,157
34,263	6,533	12,904	12,249	78,845	1,917	9	2,853	882	335	150,740	2,510	23,564	26,074
23,963	3,031	1,351	4,248	16,169	449	90	11	-	3,079	52,391	6,288	18,533	24,821
29,440	14,964	1,731	1,307	29,988	1,115	204	-	-	-	78,739	6,221	20,163	26,384
138,701	19,942	14,073	22,093	84,164	88,284	224	9,860	-	-	377,321	200,609	184,823	365,432
1,446	474	481	-	1,031	8,701	-	-	-	-	12,113	4,579	6,171	5,782
19,900	9,812	5,436	950	49,308	2,090	-	1,520	60	470	89,546	-	380	10,750
-	-	-	-	-	-	-	-	-	-	-	-	-	3,350
50	2,025	350	43,650	105,800	1,310	-	138,800	-	-	290,110	5,991	8,876	14,867
-	-	-	714	6,368	24,301	682	-	-	-	34,140	-	-	-
-	-	-	-	2,234	-	-	-	-	-	2,234	-	-	-
58,876	1,553	483	4,685	20,133	1,091	-	-	-	-	86,821	18	21,550	21,568
-	-	-	-	-	4,000	-	-	-	-	4,000	-	-	-
50,048	14,829	3,707	3,707	70,438	3,707	-	-	-	-	146,436	23,310	-	23,310
182,511	285,082	2,225	27,156	197,624	2,225	5,754	-	-	-	702,579	15,343	49,253	38,926
186,973	295,175	2,304	28,120	204,621	2,304	5,958	-	-	-	727,455	27,465	50,996	64,586
-	-	-	-	-	-	-	-	-	-	12,709	12,709	10,000	78,461
-	-	-	-	-	-	-	-	-	3,663	3,663	1,768	-	22,709
-	135	-	-	1,202	-	-	-	-	-	1,337	2,690	-	1,768
-	-	-	-	-	-	-	-	-	-	-	-	-	2,690
3,207,689	1,820,004	815,717	501,167	2,138,796	311,505	30,418	181,289	44,026	98,105	9,148,716	448,010	1,330,015	1,778,025
-	-	-	-	-	-	-	-	-	-	-	(61,797)	-	(61,797)
-	-	-	-	-	-	-	-	-	-	-	-	(123,963)	(123,963)
\$ 3,207,689	\$ 1,820,004	\$ 815,717	\$ 501,167	\$ 2,138,796	\$ 311,505	\$ 30,418	\$ 181,289	\$ 44,026	\$ 98,105	\$ 9,148,716	\$ 386,213	\$ 1,206,032	\$ 1,592,245

**THE ELAINE KAUFMAN CULTURAL CENTER/
LUCY MOSES SCHOOL FOR MUSIC AND DANCE AND AFFILIATE
CONSOLIDATED STATEMENTS OF CASH FLOWS
YEARS ENDED AUGUST 31, 2022 AND 2021**

	2022	2021
CASH FLOWS FROM OPERATING ACTIVITIES:		
Change in net assets	\$ 6,729,620	\$ 916,952
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	805,916	755,479
Realized gain on investments	(161,955)	(14,626)
Unrealized loss (gain) on investments	1,734,095	(1,179,905)
Loan forgiveness	-	(12,156)
Bad debt	22,709	5,842
Subtotal	9,130,385	471,586
(Increase) decrease in assets:		
Accounts receivable	(30,663)	(17)
Contributions receivable	(4,580,241)	(148,929)
Government grants receivable	(48,780)	9,900
Accrued interest and other receivables	(5,435)	35,845
Prepaid expenses and other assets	(53,977)	(57,474)
Increase (decrease) in liabilities:		
Accounts payable and accrued expenses	49,137	(22,276)
Accrued salaries payable	65,788	(28,908)
Deferred revenue	363,516	382,601
Deferred grant revenue	(2,560,298)	2,560,298
Net Cash Provided by Operating Activities	2,329,432	3,202,626
CASH FLOWS FROM INVESTING ACTIVITIES:		
Property and equipment acquisitions	(943,353)	(1,243,956)
Proceeds from sales and redemptions of investments	1,079,807	1,757,107
Purchases of investments	(4,514,187)	(1,588,407)
Net Cash Used in Investing Activities	(4,377,733)	(1,075,256)
CASH FLOWS FROM FINANCING ACTIVITIES:		
Loan proceeds	-	3,040
Repayment of loans	(37,950)	(7,914)
Net Cash Used in Financing Activities	(37,950)	(4,874)
NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS	(2,086,251)	2,122,496
Cash and cash equivalents - beginning of year	5,554,291	3,431,795
CASH AND CASH EQUIVALENTS - END OF YEAR	\$ 3,468,040	\$ 5,554,291

The accompanying notes are an integral part of these consolidated financial statements.

**THE ELAINE KAUFMAN CULTURAL CENTER/
LUCY MOSES SCHOOL FOR MUSIC AND DANCE AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
AUGUST 31, 2022 AND 2021**

NOTE 1—DESCRIPTION OF THE ORGANIZATION

These consolidated financial statements consist of the following individually incorporated entities: The Elaine Kaufman Cultural Center/Lucy Moses School for Music and Dance (the “Kaufman Center”) and Opus 118 Harlem School of Music (“Opus 118”), (collectively the “Center”).

The Kaufman Center, founded on the belief that the arts are essential to the human experience and a vital component of education for everyone, is a unique and innovative center for music education and performance in New York City, providing music education and performance programs for more than 75,000 New Yorkers of all ages and ability levels each year through the Lucy Moses School, Special Music School, Merkin Concert Hall, Face the Music and a vibrant musical theater program.

Opus 118 was founded in 1991. Opus 118 remains committed to its mission of providing quality music instruction and teacher development in an environment that nurtures excellence and creativity.

Effective September 1, 2014, the Kaufman Center became the sole member of Opus 118.

Effective September 1, 2022, the Kaufman Center’s sole membership of Opus 118 has been terminated and Opus 118 will operate as an independent organization. Certain balances owed by Opus 118 to the Kaufman Center will be forgiven as of that date upon satisfaction of certain conditions as agreed to by the entities.

The Kaufman Center and Opus 118 are not-for-profit organizations exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code and are publicly supported organizations as described in Section 509(a). The Kaufman Center and Opus 118 are funded primarily through tuition, contributions and special events.

NOTE 2—SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

- A. ***Basis of Presentation*** – The consolidated financial statements are prepared on the accrual basis of accounting and include the financial statements of the Kaufman Center and Opus 118. All material inter-affiliate balances and transactions have been eliminated in the consolidation. The Center adheres to accounting principles generally accepted in the United States of America (“U.S. GAAP”).
- B. ***Net Asset Presentation*** – The Center’s net assets and revenues, gains and other support are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Center and changes therein are classified and reported as follows:
- Without donor restrictions – net assets that are not subject to donor-imposed stipulations over which the Board of Trustees has discretionary control.
 - With donor restrictions – represents net assets whose use by the Center is limited by donor-imposed restrictions as to a specific purpose or time. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the consolidated statements of activities as net assets released from restrictions. In addition, this class includes assets with donor-imposed restrictions on the corpus of the gifts specifying they be maintained in perpetuity and unappropriated earnings on endowment.
- C. ***Cash and Cash Equivalents*** – Cash and cash equivalents consist of highly liquid investments with maturities of three months or less at the time of purchase.
- D. ***Contributions Receivable*** – Unconditional promises to give that are expected to be collected within one year are recorded at net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows. The discounts on those amounts are computed using risk-adjusted interest rates applicable to the years in which the promises are received. Amortization of the discounts is included in contribution revenue.

**THE ELAINE KAUFMAN CULTURAL CENTER/
LUCY MOSES SCHOOL FOR MUSIC AND DANCE AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
AUGUST 31, 2022 AND 2021**

NOTE 2—SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

- E. **Accounts Receivable and Allowance for Doubtful Accounts** – Accounts receivable consist primarily of unpaid tuition and other fees. Accounts receivable are presented net of allowances for doubtful accounts. Management evaluates the need for an allowance for doubtful accounts applicable to its accounts based on various factors including age of the receivable, a review of payments subsequent to year-end, and management’s evaluation of the collectability of the related accounts. As of August 31, 2022 and 2021, management determined that an allowance of \$21,190 and \$16,538, respectively, was necessary for accounts receivable. There was no allowance for contributions and government grants receivable needed as of August 31, 2022 and 2021.
- F. **Property and Equipment** – Property and equipment is stated at cost less accumulated depreciation. These amounts do not purport to represent replacement or realizable values. Depreciation is recognized using the straight-line method over the estimated useful lives of the respective assets. The Center capitalizes property and equipment with a cost of \$1,000 or more and a useful life greater than one year. Management periodically evaluates whether events or circumstances have occurred indicating that the carrying amount of long-lived assets may not be recovered.

The estimated useful lives for each major depreciable classification of property and equipment are as follows:

Building	40 years
Building improvements	25 - 40 years
Furniture, equipment and instruments	5 - 10 years

- G. **Investments and Fair Value Measurements** – Investments are carried at estimated fair value in the accompanying consolidated financial statements. The consolidated statements of activities include net return on investments consisting of interest and dividend income, realized and unrealized gains and losses, net of management and custodial fees. Interest income is recorded on the accrual basis. Dividends are recorded on the ex-dividend date. Purchases and sales of securities are recorded on a trade-date basis.

Fair value measurements are based on the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. In order to increase consistency and comparability in fair value measurements, a fair value hierarchy prioritizes observable and unobservable inputs used to measure fair value into three levels, as described in Note 4.

- H. **Donated Goods and Services** – The Center records contributed goods and services at their fair value on the date of receipt. It is the policy of the Center to record the estimated fair value of certain in-kind donations as property and equipment in its consolidated financial statements, and similarly increase contribution revenue by a like amount. Donated goods, consisting of musical instruments, amounted to approximately \$39,500 and \$67,000 for the years ended August 31, 2022 and 2021, respectively, were used for program activities and valued using fair value method.
- I. **Program Service Revenue** – Service revenue is derived from contracts with customers. Revenue is reported at the amount that reflects the consideration to which the Center expects to be entitled in exchange for providing the contracted services. Service revenue from tuition and fees is recognized after the services are performed or after the Center has completed its portion of the contract. Receivables are due in full when performance obligations are satisfied.

Tuition and related revenues are recognized on the accrual basis. Tuition and related revenues are billed in advance of services rendered, and revenues are recognized as lessons and the related services are provided. Payments received in advance are recorded as deferred income and recognized in the fiscal year that educational services are provided.

- J. **Scholarships** – The policy of the Center has been to award scholarships to deserving students in lieu of accepting only students who have the ability to pay full tuition. Scholarships are netted against revenues in the consolidated statements of activities.

**THE ELAINE KAUFMAN CULTURAL CENTER/
LUCY MOSES SCHOOL FOR MUSIC AND DANCE AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
AUGUST 31, 2022 AND 2021**

NOTE 2—SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

- K. ***Presentation/Facilities Services*** – Presentation/facilities services includes concert division revenues, which the Center recognizes when events occur. Payments received in advance of the events are deferred until recognized.
- L. ***Rental Income*** – Rental income is recorded in accordance with the terms of the agreement. Deferred rental income is recorded when it is material.
- M. ***Government Grants*** – Government grants are nonexchange transactions and accounted for under Financial Accounting Standards Board (“FASB”) Accounting Standards Update (“ASU”) 2018-08. Grants are recognized as revenue when barriers within the contract are overcome, and there is no right of return. The Center did not receive advances from the governmental grants as of August 31, 2022 and 2021. For the years ended August 31, 2022 and 2021, the Center was awarded conditional grants amounting to \$0 and \$2,655,138, respectively. (See Note 7).
- N. ***Functional Allocation of Expenses*** – The costs of program and supporting services activities have been summarized on a functional basis in the consolidated statements of functional expenses. The consolidated statements of functional expenses present the natural classification detail of expenses by function. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

The consolidated financial statements report certain categories of expenses that are attributed to more than one program or supporting function. Therefore, expenses require allocation on a reasonable basis that is consistently applied. The expenses that are allocated include occupancy and depreciation, which are allocated on a square footage basis, as well as salaries and wages, benefits, payroll taxes, professional services, office expenses, insurance, and other, which are allocated on the basis of estimates of time and effort.

- O. ***Special Events Direct Costs*** – The direct costs of special events include expenses for the benefit of the donor and are included net of contribution revenue on the accompanying consolidated statements of activities. For example, meals and facilities rental are considered direct costs of special events.
- P. ***Use of Estimates*** – The preparation of consolidated financial statements in conformity with U.S. GAAP requires us to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates, and those differences could be material.
- Q. ***Recent Accounting Pronouncements*** – FASB Accounting Standards Update (“ASU”) 2020-07, (*Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets*), was adopted by the Center for the year ended August 31, 2022. The core guidance in ASU 2020-07 is to increase transparency around contributed nonfinancial assets (also known as “gifts-in-kind”) received by the not-for-profit organizations including transparency on how those assets are used and how they are valued. The adoption of ASU 2020-07 did not have an impact on the Center’s consolidated financial statements.

**THE ELAINE KAUFMAN CULTURAL CENTER/
LUCY MOSES SCHOOL FOR MUSIC AND DANCE AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
AUGUST 31, 2022 AND 2021**

NOTE 3—LIQUIDITY AND AVAILABILITY

The Center regularly monitors liquidity required to meet its operating needs and other contractual commitments, while also striving to maximize the investment of its available funds. The Center has various sources of liquidity at its disposal, including cash and cash equivalents and receivables that provides funding for operations. In addition to financial assets available to meet general expenditures over the next 12 months, the Center anticipates collecting sufficient revenue to cover general expenditures.

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the consolidated statements of financial position date, comprise the following as of August 31:

	<u>2022</u>	<u>2021</u>
Cash and cash equivalents	\$ 3,468,040	\$ 5,554,291
Contributions receivable	5,814,735	1,224,494
Government grants receivable	96,930	48,150
Accounts receivable, net	<u>1,747</u>	<u>3,793</u>
Total financial assets	9,381,452	6,830,728
Less: contributions receivable in more than one year	<u>1,490,806</u>	<u>583,740</u>
Financial assets available	<u>\$ 7,890,646</u>	<u>\$ 6,246,988</u>

NOTE 4—INVESTMENTS AND FAIR VALUE MEASUREMENTS

The fair value hierarchy defines three levels as follows:

Level 1 - Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Center has the ability to access.

Level 2 - Inputs to the valuation methodology include: quoted prices for similar assets or liabilities in active markets; quoted prices for similar assets or liabilities in inactive markets; inputs other than quoted prices that are observable for the assets or liability; inputs that are derived principally from or corroborated by observable market data by correlation or other means.

Level 3 - Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The following table sets forth by level, within the fair value hierarchy, the assets at fair value as of August 31, 2022:

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Cash Equivalents	\$ 3,855,864	\$ -	\$ -	\$ 3,855,864
Corporate Bonds	2,547,899	958,969	15,416	3,522,284
Municipal Bonds	-	317,335	-	317,335
Common Stock	3,567,682	-	-	3,567,682
Mutual Funds	<u>815,865</u>	<u>-</u>	<u>-</u>	<u>815,865</u>
	<u>\$ 10,787,310</u>	<u>\$ 1,276,304</u>	<u>\$ 15,416</u>	<u>\$ 12,079,030</u>

The following table sets forth by level, within the fair value hierarchy, the assets at fair value as of August 31, 2021:

	<u>Level 1</u>	<u>Level 2</u>	<u>Total</u>
Cash Equivalents	\$ 795,173	\$ -	\$ 795,173
Corporate Bonds	-	3,759,622	3,759,622
Municipal Bonds	-	415,648	415,648
Common Stock	4,602,814	-	4,602,814
Mutual Funds	<u>643,533</u>	<u>-</u>	<u>643,533</u>
	<u>\$ 6,041,520</u>	<u>\$ 4,175,270</u>	<u>\$ 10,216,790</u>

**THE ELAINE KAUFMAN CULTURAL CENTER/
LUCY MOSES SCHOOL FOR MUSIC AND DANCE AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
AUGUST 31, 2022 AND 2021**

NOTE 4—INVESTMENTS AND FAIR VALUE MEASUREMENTS (CONTINUED)

Investment activity consisted of the following for the years ended August 31:

	<u>2022</u>	<u>2021</u>
Interest and dividends	\$ 191,300	\$ 187,970
Realized gain on investments	161,955	14,626
Unrealized (loss) gain on investments	<u>(1,734,095)</u>	<u>1,179,905</u>
	(1,380,840)	1,382,501
Less: investment advisory fees	<u>(61,797)</u>	<u>(60,939)</u>
Net investment income (loss)	<u>\$ (1,442,637)</u>	<u>\$ 1,321,562</u>

NOTE 5—CONTRIBUTIONS RECEIVABLE

Contributions receivable are due to be collected as follows:

2023	\$ 4,333,929
2024	775,000
2025	549,696
2026	<u>250,000</u>
	5,908,625
Less discount to present value (at 3.5%)	<u>(83,890)</u>
Total	<u>\$ 5,814,735</u>

NOTE 6—PROPERTY AND EQUIPMENT, NET

Property and equipment consisted of the following on August 31:

	<u>2022</u>	<u>2021</u>
Land	\$ 993,154	\$ 993,154
Building	3,799,308	3,799,308
Building Improvements	20,199,588	19,496,193
Furniture, equipment and instruments	<u>2,781,240</u>	<u>2,541,282</u>
	27,773,290	26,829,937
Less: accumulated depreciation	<u>(17,720,007)</u>	<u>(16,914,091)</u>
Property and equipment, net	<u>\$ 10,053,283</u>	<u>\$ 9,915,846</u>

For the years ended August 31, 2022 and 2021, depreciation expense amounted to \$805,916 and \$755,479, respectively.

NOTE 7—GRANTS AND LOAN PAYABLE

On March 27, 2020, in response to COVID-19, the federal government passed the Coronavirus Aid, Relief, and Economic Security Act ("CARES Act"). Among many other provisions, to help businesses retain employees, the CARES Act provides relief to qualifying businesses through a program called the Paycheck Protection Program ("PPP"). Participating in the PPP enables the business to obtain a loan from the Small Business Administration ("SBA") sector of the government. If the proceeds from the loan are used for specified purposes, some or all of the loan can be forgiven.

In accounting for the terms of the PPP loans, the Kaufman Center and Opus 118 are guided by FASB Accounting Standards Codification ("ASC") Topic 470 *Debt*, and ASC Topic 958-605 *Not-for-Profit Entities: Revenue Recognition*. Accordingly, the Kaufman Center and Opus 118 accounted for the loans under ASC Topic 958-605.

**THE ELAINE KAUFMAN CULTURAL CENTER/
LUCY MOSES SCHOOL FOR MUSIC AND DANCE AND AFFILIATE
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AUGUST 31, 2022 AND 2021**

NOTE 7— GRANTS AND LOAN PAYABLE (CONTINUED)

The Kaufman Center applied for this loan through an SBA authorized lender and received \$1,057,455 in April 2020. On August 31, 2020, the Kaufman Center incurred sufficient qualifying expenses and met other conditions for forgiveness and accordingly recorded an extinguishment of debt of \$1,002,473. The Kaufman Center applied for forgiveness in 2021 and forgiveness was granted in June 2021 in the amount of \$1,014,629. The additional forgiveness of \$12,156 was recorded as a contribution in 2021. The remaining balance on the PPP loan amounted to \$0 and \$34,910 as of August 31, 2022 and 2021, respectively. The Kaufman Center repaid the remaining balance plus interest accrued at 1% per annum in equal monthly installments as of August 31, 2022.

Opus 118 applied for this loan through an SBA authorized lender and received \$66,000 in May 2020 and recognized \$66,000 as a contribution for the year ended August 31, 2020. During 2021, Opus 118 applied for forgiveness and in October 2021 forgiveness was granted for \$62,960, accordingly \$3,040 is included as loan payable in the accompanying consolidated statement of financial position with an interest rate of 1% and maturity date of May 3, 2022. In addition, during 2021, Opus 118 applied for the Second Draw Paycheck Protection Program loan and received \$50,900 during 2021 and recognized the full amount as a contribution for the year ended August 31, 2021. The loan was fully forgiven in March 2022.

In response to COVID-19, the federal government passed the Economic Aid to Hard-Hit Small Businesses, Nonprofits, and Venues Act to provide relief to qualifying businesses through a program called the Shuttered Venue Operators Grant (“SVOG”). In July 2021, the Center applied for the SVOG and was awarded \$2,655,138, of which \$94,840 was recognized in 2021 as government grants in the accompanying consolidated financial statements. Grantees are not required to repay the funds as long as they are used for eligible costs incurred between March 1, 2020 and June 30, 2022. Since the proceeds under the SVOG were considered conditional, the remaining balance of \$2,560,298 was recognized as government grant revenue in 2022 as eligible expenses were incurred.

NOTE 8—COMMITMENTS AND CONTINGENCIES

The Center believes it has no uncertain tax positions as of August 31, 2022 and 2021, in accordance with FASB ASC Topic 740, *Income Taxes*, which provides standards for establishing and classifying any tax provisions for uncertain tax positions.

NOTE 9—NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions are available for the purposes listed below as of August 31:

	<u>2022</u>	<u>2021</u>
Subject to spending policy and appropriations		
Chorale	\$ 150,000	\$ 150,000
Library	553,831	553,831
Lucy Moses School	300,000	300,000
Merkin Concert Hall	200,000	200,000
Operating (including contributions receivable)	9,302,522	3,980,590
Scholarship	957,108	910,477
Special Music School	167,472	167,472
Cumulative endowment returns	<u>(869,033)</u>	<u>899,290</u>
Total subject to spending policy and appropriations	<u>10,761,900</u>	<u>7,161,660</u>

**THE ELAINE KAUFMAN CULTURAL CENTER/
LUCY MOSES SCHOOL FOR MUSIC AND DANCE AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
AUGUST 31, 2022 AND 2021**

NOTE 9—NET ASSETS WITH DONOR RESTRICTIONS (CONTINUED)

Subject to expenditure for specified purpose and the passage of time

	2022	2021
Special Music School	\$ 422,000	\$ 609,000
Music and arts programs	321,742	292,719
Capital Building	-	27,247
Capital Building (New York City)	1,014,230	1,110,447
Reserve Fund (loans)	25,000	25,000
Special Projects	-	3,000

Total subject to expenditure for specified purpose and the passage of time	1,782,972	2,067,413
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Total net assets with donor restrictions	\$ 12,544,872	\$ 9,229,073
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Net assets released from donor restrictions by either passage of time or meeting the donors' restrictions amounted to \$1,230,177 and \$1,995,940 for the years ended August 31, 2022 and 2021, respectively.

NOTE 10—ENDOWMENT FUNDS

The Board of the Center recognizes that New York State adopted the New York Prudent Management of Institutional Funds Act ("NYPMIFA") on September 17, 2010. NYPMIFA replaced the prior law which was the Uniform Management of Institutional Funds Act ("UMIFA"). NYPMIFA created a rebuttable presumption of imprudence if an organization appropriates more than 7% of a donor-restricted endowment fund's fair value (averaged over a period of not less than the preceding five years) in any year. Any unappropriated earnings that would otherwise be considered without donor restrictions will be reflected as net assets with donor restrictions until appropriated.

The Board of Trustees has interpreted NYPMIFA as allowing the Center to appropriate for expenditure or accumulate so much of an endowment fund as the Center determines is prudent for the uses, benefits, purposes and duration for which the endowment fund is established, subject to the intent of the donor as expressed in the gift instrument. Unless stated otherwise in the gift instrument, the assets in a donor-restricted endowment fund shall be donor-restricted assets until appropriated for expenditure by the Board of Trustees.

To satisfy its long-term objectives, the Center relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Center targets a diverse asset allocation that places an equal emphasis on equity-based and fixed income investments to achieve its long-term return objectives within prudent risk constraints.

The Center considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds: the duration and preservation of the funds; availability of other funding sources; general economic conditions; the possible effect of inflation and deflation; the expected total return from income and the appreciation/depreciation of investments; and the investment policy of the Center, as enforced by the Finance Committee of the Board of Trustees.

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor requires the Center to retain as a fund of perpetual duration. In accordance with U.S. GAAP, deficiencies of this nature, if they occur, are reported in net assets with donor restrictions. The deficiencies may result from unfavorable market fluctuations that occur in the economy as a whole that may affect the donor restricted endowment fund where the fair market value of the donor restricted endowment fund falls below the amount that is required to be retained permanently. There were no such deficiencies for the years ended August 31, 2022 and 2021.

The Center appropriates for use the investment income from donor-restricted endowment net assets. In establishing this policy, the Center considered the long-term expected return on its endowment.

**THE ELAINE KAUFMAN CULTURAL CENTER/
LUCY MOSES SCHOOL FOR MUSIC AND DANCE AND AFFILIATE
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
AUGUST 31, 2022 AND 2021**

NOTE 10—ENDOWMENT FUNDS (CONTINUED)

The following table summarizes the changes in the Center’s endowment net assets for the years ended August 31, 2022 and 2021:

Endowment net assets, August 31, 2020	\$ 6,232,370
Appropriation for expenditures	(388,591)
Contributions	30,000
Interest and dividends	151,209
Investment return	<u>1,136,672</u>
Endowment net assets, August 31, 2021	7,161,660
Appropriation for expenditures	(412,494)
Contributions	5,368,563
Interest and dividends	153,842
Investment loss	<u>(1,509,671)</u>
Endowment net assets, August 31, 2022	<u>\$ 10,761,900</u>

NOTE 11—RENTAL INCOME

On August 31, 2012, the Center signed an extension of the license agreement with The New York City School Construction Authority (“Authority”) for the Special Music School for ten additional years, expiring September 1, 2022. The Center and the Authority are in the process of renewing the license agreement for an additional extended term. Pending completion of the new agreement, the Center and the Authority have continued to operate under the terms of the expiring agreement, and the Center has continued to receive rental payments as provided in the agreement.

NOTE 12—EMPLOYEE BENEFIT PLAN

The Center has a defined contribution plan with Teachers Insurance and Annuity Association (“TIAA”). Eligible employees may receive up to a 7% annual contribution depending on length of service. Pension expense for the years ended August 31, 2022 and 2021 was \$153,971 and \$141,215, respectively.

NOTE 13—CONCENTRATIONS

Cash and cash equivalents that potentially subject the Center to a concentration of credit risk include cash accounts with banks that exceed the Federal Deposit Insurance Corporation (“FDIC”) insurance limits. Accounts are insured up to \$250,000 per depositor. As of August 31, 2022 and 2021, there was approximately \$5,327,000 and \$4,960,000, respectively, of cash and cash equivalents held by banks that exceeded FDIC limits. Such excess includes outstanding checks.

NOTE 14—RELATED PARTY TRANSACTIONS

On June 22, 2012, the Center signed an agreement to loan \$50,000 to Opus 118. The funds were transferred to Opus 118 on August 13, 2012. Interest accrues annually at a rate of 3%. Interest expense for each of the years ended August 31, 2022 and 2021 amounted to \$1,500. The entire principal and interest balance are due thirty days after written demand by the Center. The note is secured by an interest in Opus 118’s personal property. The Center had not demanded payment on the loan and accrued interest as of August 31, 2022 and 2021.

The Center charged Opus 118 \$33,185 and \$37,800 for administrative services during the years ended August 31, 2022 and 2021, respectively. Opus 118 owed the Center \$2,261 and \$6,915 as of August 31, 2022 and 2021, respectively, for expenses that the Center paid on behalf of Opus 118.

Such inter-affiliate balances and transactions have been eliminated in the consolidation.

NOTE 15—SUBSEQUENT EVENTS

Management has evaluated subsequent events through March 8, 2023, the date the consolidated financial statements were available to be issued.

**THE ELAINE KAUFMAN CULTURAL CENTER/
LUCY MOSES SCHOOL FOR MUSIC AND DANCE AND AFFILIATE
CONSOLIDATING SCHEDULE OF FINANCIAL POSITION
AS OF AUGUST 31, 2022
(With Comparative Totals as of August 31, 2021)**

	Center	Opus 118	Eliminations	2022 Total	2021 Total
Assets					
Cash and cash equivalents	\$ 3,317,957	\$ 150,083	\$ -	\$ 3,468,040	\$ 5,554,291
Investments	12,079,030	-	-	12,079,030	10,216,790
Accounts receivable, net	11,747	-	-	11,747	3,793
Contributions receivable	5,804,735	-	-	5,804,735	1,224,494
Government grants receivable	76,350	20,580	-	96,930	48,150
Note receivable from Opus 118	50,000	-	(50,000)	-	-
Accrued interest and other receivables	111,300	-	(15,281)	96,019	90,584
Prepaid expenses and other assets	255,501	-	-	255,501	201,524
Due from Opus 118	2,261	-	(2,261)	-	-
Property and equipment, net	10,030,443	22,840	-	10,053,283	9,915,846
Total assets	<u>\$ 31,739,324</u>	<u>\$ 193,503</u>	<u>\$ (67,542)</u>	<u>\$ 31,865,285</u>	<u>\$ 27,255,472</u>
Liabilities					
Accounts payable and accrued expenses	\$ 187,813	\$ 2,276	\$ -	\$ 190,089	\$ 140,952
Accrued salaries payable	232,653	-	-	232,653	166,865
Accrued interest payable	-	15,281	(15,281)	-	-
Note payable to the Center	-	50,000	(50,000)	-	-
Due to the Center	-	2,261	(2,261)	-	-
Deferred revenue - ticket sales	319,450	-	-	319,450	168,356
Deferred revenue - tuition and other fees	791,626	11,659	-	803,285	590,863
Deferred grant revenue	-	-	-	-	2,560,298
Loan payable	-	-	-	-	37,950
Total liabilities	<u>1,531,542</u>	<u>81,477</u>	<u>(67,542)</u>	<u>1,545,477</u>	<u>3,665,284</u>
Net Assets					
Without donor restrictions	17,700,811	74,125	-	17,774,936	14,361,115
With donor restrictions	12,506,971	37,901	-	12,544,872	9,229,073
Total net assets	<u>30,207,782</u>	<u>112,026</u>	<u>-</u>	<u>30,319,808</u>	<u>23,590,188</u>
Total liabilities and net assets	<u>\$ 31,739,324</u>	<u>\$ 193,503</u>	<u>\$ (67,542)</u>	<u>\$ 31,865,285</u>	<u>\$ 27,255,472</u>

See Independent Auditors' Report.

THE ELAINE KAUFMAN CULTURAL CENTER/
LUCY MOSES SCHOOL FOR MUSIC AND DANCE AND AFFILIATE
CONSOLIDATING SCHEDULE OF ACTIVITIES
FOR THE YEAR ENDED AUGUST 31, 2022
(With Comparative Totals For the Year Ended August 31, 2021)

	Without Donor Restrictions				With Donor Restrictions			
	Center	Opus 118	Eliminations	Total	Center	Opus 118	Total	Total 2021
Revenues, Gains and Other Support								
Tuition and related revenues	\$ 2,915,219	\$ 129,745	\$ -	\$ 3,044,964	\$ -	\$ -	\$ 3,044,964	\$ 2,581,713
Less scholarships	(101,199)	(53,800)	-	(154,999)	-	-	(154,999)	(143,983)
Presentation/facilities services	936,775	-	-	936,775	-	-	936,775	372,082
Contributions	4,953,791	166,887	-	5,120,678	5,836,805	65,000	11,022,483	4,431,609
Contributions-in-kind	39,509	-	-	39,509	-	-	39,509	67,003
Special events (net of direct expenses of \$123,983 in 2022 and \$62,396 in 2021)	377,842	-	-	377,842	-	-	377,842	569,326
Rental income	762,825	-	-	762,825	-	-	762,825	762,825
Government grants	2,839,548	-	-	2,839,548	-	-	2,839,548	371,589
Contracted services	66,500	-	(33,185)	33,315	-	-	33,315	37,860
Investment return	(85,308)	-	(1,500)	(86,808)	(1,355,829)	-	(1,442,637)	1,321,562
Other income	10,940	16	-	10,956	-	-	10,956	12,214
Net assets released from restrictions	1,156,837	73,340	-	1,230,177	(1,156,837)	(73,340)	-	-
Total revenues, gains and other support	<u>13,873,279</u>	<u>316,188</u>	<u>(34,685)</u>	<u>14,154,782</u>	<u>3,324,139</u>	<u>(8,340)</u>	<u>17,470,581</u>	<u>10,383,800</u>
Expenses								
Program expenses	9,006,565	142,131	-	9,148,716	-	-	9,148,716	8,086,905
Supporting services:								
Management and general	245,157	175,741	(34,685)	386,213	-	-	386,213	278,190
Fundraising	1,175,295	30,737	-	1,206,032	-	-	1,206,032	1,101,753
Total supporting services	1,420,452	206,478	(34,685)	1,592,245	-	-	1,592,245	1,379,943
Total expenses	<u>10,427,037</u>	<u>348,609</u>	<u>(34,685)</u>	<u>10,740,961</u>	<u>-</u>	<u>-</u>	<u>10,740,961</u>	<u>9,466,848</u>
Change in Net Assets	3,446,242	(32,421)	-	3,413,821	3,324,139	(8,340)	6,729,620	916,952
Net Assets, Beginning of Year	14,254,569	106,546	-	14,361,115	9,182,832	46,241	23,590,188	22,673,236
Net Assets, End of Year	<u>\$ 17,700,811</u>	<u>\$ 74,125</u>	<u>\$ -</u>	<u>\$ 17,774,936</u>	<u>\$ 12,506,971</u>	<u>\$ 37,901</u>	<u>\$ 30,319,808</u>	<u>\$ 23,590,188</u>

The Kaufman Center

Lucy Music School	Special Music School K-8	Special Music School H.S.	Theatre Program	Presentations/Facilities Services	Face The Music/Luna Lab	Library	Special Projects	Total Program Services	Management and General	Fundraising	Total Support Services
\$ 2,085,177	\$ 965,649	\$ 664,197	\$ 302,912	\$ 1,017,355	\$ 142,964	\$ 13,269	\$ 13,922	\$ 5,205,445	\$ 46,486	\$ 728,082	\$ 774,445
394,341	200,810	106,495	49,174	253,516	27,067	4,228	14,323	1,049,954	11,530	141,360	152,414
2,479,518	1,166,459	770,692	352,086	1,270,871	170,031	17,497	28,245	6,255,399	58,016	869,442	927,858
34,263	6,533	12,904	12,249	78,845	1,917	9	2,853	149,573	870	20,574	21,443
23,963	3,031	1,351	4,248	16,169	449	90	11	49,312	5,769	18,394	24,106
29,440	14,954	1,731	1,307	29,988	1,115	204	-	78,739	6,221	20,163	26,023
138,701	19,942	14,073	22,093	84,164	88,264	224	9,860	377,321	171,607	184,823	356,424
1,446	474	461	-	1,031	8,701	-	-	12,113	4,579	5,901	10,014
19,900	9,812	5,436	950	49,308	2,090	-	1,520	89,016	-	380	92,806
-	-	-	-	-	-	-	-	-	-	-	-
-	-	350	43,850	105,800	1,310	-	138,800	290,110	-	-	14,110
50	2,025	-	714	6,368	24,301	682	-	34,140	5,991	8,876	43,016
-	-	-	-	2,234	-	-	-	2,234	-	-	-
58,876	1,553	483	4,685	20,133	1,091	-	-	86,821	18	21,550	108,390
-	-	-	-	-	4,000	-	-	4,000	-	-	21,550
-	-	-	-	-	-	-	-	-	-	-	-
50,048	14,829	3,707	3,707	70,438	3,707	-	-	146,436	-	38,926	185,362
182,511	285,082	2,225	27,158	197,624	2,225	5,754	-	702,579	15,343	49,253	849,175
188,973	295,175	2,304	28,120	204,621	2,304	5,958	-	727,455	15,885	50,996	834,254
-	-	-	-	-	-	-	-	-	12,709	10,000	22,709
-	-	-	-	-	-	-	-	-	1,474	-	1,474
-	135	-	-	1,202	-	-	-	1,337	2,690	-	4,027
-	-	-	-	-	-	-	-	-	-	-	-
3,207,689	1,820,004	815,717	501,167	2,138,796	311,505	30,418	181,289	9,006,585	306,954	1,299,278	11,006,123
-	-	-	-	-	-	-	-	-	(61,797)	-	(61,797)
-	-	-	-	-	-	-	-	-	-	(123,983)	(123,983)
\$ 3,207,689	\$ 1,820,004	\$ 815,717	\$ 501,167	\$ 2,138,796	\$ 311,505	\$ 30,418	\$ 181,289	\$ 9,006,585	\$ 245,157	\$ 1,175,295	\$ 11,420,246

copy fees

rent expenses

Opus 118

	Opus 118 In-School	Opus 118 After-School	Total Program Services	Management and General	Fundraising	Total Opus 118	Eliminations	Consolidated Total 2022	Consolidated Total 2021
Salaries	\$ 41,710	\$ 83,611	\$ 125,321	\$ 50,853	\$ 19,900	\$ 196,074	\$ -	\$ 6,176,087	\$ 5,377,858
Payroll taxes and employee benefits	1,424	6,947	8,371	23,858	4,088	36,317	-	1,239,161	967,111
Total salaries and related expenses	43,134	90,558	133,692	74,711	23,988	232,391	-	7,415,248	6,345,019
Supplies and printing	832	335	1,167	1,640	2,990	5,797	-	176,814	111,744
Office expenses	-	3,079	3,079	519	139	3,737	-	77,212	70,544
Equipment rental and maintenance	-	-	-	-	-	-	-	105,123	94,961
Professional services	-	-	-	62,187	-	62,187	(33,185)	762,753	774,753
Advertising promotional materials	-	-	-	-	-	-	-	5,782	18,572
Cultivation expenses	-	-	-	-	270	270	-	22,863	11,151
Piano tuning and instrumental	60	470	530	-	-	530	-	89,926	54,222
Graphic artist	-	-	-	-	3,350	3,350	-	3,350	3,350
Artists' fees	-	-	-	-	-	-	-	290,110	439,833
Publication and conventions	-	-	-	-	-	-	-	49,007	8,452
Concession expense	-	-	-	-	-	-	-	2,234	-
Service charges	-	-	-	-	-	-	-	108,389	84,668
Space rental	-	-	-	-	-	-	-	4,000	2,777
Insurance	-	-	-	23,310	-	23,310	-	23,310	21,262
Marketing expenses	-	-	-	-	-	-	-	185,362	153,652
Building expense	-	-	-	-	-	-	-	767,175	626,616
Depreciation	-	-	-	11,580	-	11,580	-	805,916	755,476
Bad debt	-	-	-	-	-	-	-	22,709	5,841
Bank charges	-	3,663	3,663	294	-	3,957	-	5,431	5,861
Sundry	-	-	-	-	-	-	-	4,027	767
Other expenses	-	-	-	1,500	-	1,500	(1,500)	-	63
Subtotal	44,026	98,105	142,131	175,741	30,737	348,609	(34,685)	10,926,741	9,590,151
Less: investment advisory fees	-	-	-	-	-	-	-	(61,797)	(60,952)
Less: direct special events expenses	-	-	-	-	-	-	-	(123,983)	(62,353)
Total Expenses	\$ 44,026	\$ 98,105	\$ 142,131	\$ 175,741	\$ 30,737	\$ 348,609	\$ (34,685)	\$ 10,740,961	\$ 9,466,846